

Assisting Small-Scale Farmers and Landowners to Manage Change in Agriculture

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V(A). Planned Program (Summary)

1. Name of the Planned Program

Assisting Small-Scale Farmers and Landowners to Manage Change in Agriculture

V(B). Program Knowledge Area(s)

1. Program Knowledge Areas and

KA Code	Knowledge Area	%1862 Extension	%1890 Extension	%1862 Research	%1890 Research
102	Soil, Plant, Water, Nutrient Relationships		10%		
111	Conservation and Efficient Use of Water		10%		
123	Management and Sustainability of Forest Resources		10%		
131	Alternative Uses of Land		15%		
141	Air Resource Protection and Management		5%		
201	Plant Genome, Genetics, and Genetic Mechanisms		10%		
211	Insects, Mites, and Other Arthropods Affecting Plants		10%		
301	Reproductive Performance of Animals		10%		
501	New and Improved Food Processing Technologies		10%		
601	Economics of Agricultural Production and Farm Manag		10%		
	Total		100%		

V(C). Planned Program (Inputs)

1. Actual amount of professional FTE/SYs expended this Program

Year: 2007	Extension		Research	
	1862	1890	1862	1890
Plan	0.0	4.2	0.0	0.0
Actual	0.0	5.6	0.0	0.0

2. Actual dollars expended in this Program (includes Carryover Funds from previous years)

Extension		Research	
Smith-Lever 3b & 3c	1890 Extension	Hatch	Evans-Allen
0	473791	0	0
1862 Matching	1890 Matching	1862 Matching	1890 Matching
0	499383	0	0
1862 All Other	1890 All Other	1862 All Other	1890 All Other
0	107112	0	0

V(D). Planned Program (Activity)

1. Brief description of the Activity

A. Animal Production Activities

• In Dallas/Perry Counties, we taught limited resource beef producers how to pre-condition and pre-wean calves and move them to market for increased profits.

• In Macon/Montgomery Counties, we conducted several workshops (lectures and hands-on demonstrations) on beef herd health, nutrition, and reproductive management; also, selected purebred and crossbred heifers were used in an association's beef cattle project to teach producers certain production practices, and how to work cooperatively.

• In Macon/Montgomery Counties and Lowndes/Wilcox Counties, we worked with 4H, FFA and other youth who participated in livestock projects and shows.

• In Macon/Perry Counties, we worked with producers on goat and pastured poultry projects.

B. Crop Production Activities

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In Lowndes/Wilcox Counties, we worked on a plasticulture collard project.

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In Macon/Montgomery Counties, we worked with farmers on site selection, soil testing, soil preparation, as well as cultural practices for various crop varieties; plasticulture projects for vegetables (e.g., watermelons, collards, strawberries, tomatoes, cabbage, broccoli, cauliflower, and pumpkins); cultural practices for nuts and fruits (e.g., pecans, peaches, and plums); home gardens, home lawns, and home pest control.

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In Bullock/Barbour Counties, we collaborated with the Alabama Department of Agriculture and Industries (ADAI) and USDA-NRCS to help farmers implement Environmental Quality Incentive Program (EQIP) practices.

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In several counties, we provided technical assistance to farmers in the area of forestry (e.g., pest management, site preparation, reforestation, contract preparation); also, a survey was conducted to ascertain producers' knowledge and perceptions on integrated pest management (IPM).

C. Workshops, Conferences, Day Shows

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At Tuskegee University, Annual Goat Day for Goat farmers

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At Tuskegee University, first Annual Goat Show for 4H, FFA, and other youth

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At Tuskegee University, 114th Annual Farmers Conference

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In Macon/Montgomery Counties, we participated in Farmers Market Day Activities (Tuskegee and Montgomery) with demonstrations to producers and the public

General Activities

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In all counties (target area), we provided general technical assistance (e.g., information, one-time contact, follow-up) to producers and other clientele

2. Brief description of the target audience

The targeted audiences included small farmers and landowners, farm families, 4-H, FFA, other youth, and homeowners. Some of the members of the target audience were limited resource producers that are hard-to-reach and needed special assistance and care.

V(E). Planned Program (Outputs)

1. Standard output measures

Target for the number of persons (contacts) reached through direct and indirect contact methods

	Direct Contacts Adults	Indirect Contacts Adults	Direct Contacts Youth	Indirect Contacts Youth
Year	Target	Target	Target	Target
Plan	2000	3000	25	75
2007	1822	1653	70	20

2. Number of Patent Applications Submitted (Standard Research Output)

Patent Applications Submitted

Year	Target
Plan:	0
2007:	0

Patents listed

3. Publications (Standard General Output Measure)

Number of Peer Reviewed Publications

	Extension	Research	Total
Plan			
2007	2	0	2

V(F). State Defined Outputs

Output Target

Output #1

Output Measure

- ? The output target will consist of training in Integrated Pest Management, Plasticulture, Organic Farming, Forest Management, Animal Management and Marketing involving farmers, landowners, homeowners, senior citizens, youth farmer organizations, federal and state agencies and private industry.

Year	Target	Actual
2007	400	205

V(G). State Defined Outcomes

O No.	Outcome Name
1	Participants will gain awareness of new techniques in agriculture and natural resources management. The number of participants who change attitudes about existing production techniques will increase.
2	Participants will increase knowledge about crop management, marketing opportunities, and better environmental management

Outcome #1

1. Outcome

Participants will gain awareness of new techniques in agriculture and natural resources management. The number of participants who change attitudes about existing production techniques will increase.

2. Associated Institution Types

- 1890 Extension

3a. Outcome Type:

Change in Knowledge Outcome Measure

3b. Quantitative Outcome

Year	Quantitative Target	Actual
2007	110	76

3c. Qualitative Outcome or Impact Statement

Issue (Who cares and Why)

Small-scale producers, their families, and their communities face a lack of resources, lack of marketing opportunities, low profitability, and other production challenges. Emphasis is place on livestock management and marketing opportunities. Also, youth interested in agriculture (livestock) were concerned.

What has been done

Technical assistance and workshops were provided on beef cattle, goats, and poultry management. For beef cattle, herd management including health was emphasized. For goats and poultry, the focus was on management, but with a heavy emphasis on health. In addition, marketing assistance and information were provided to producers.

Results

The results were: increased profits for beef and goat producers; increased knowledge in beef and goat production; increased knowledge for youth in beef production; and increased leadership skills for youth. For example, (1) 32 beef cattle producers in Dallas County gained knowledge and skills in proper pre-weaning and pre-conditioning; 8 producers increased profits from sales of pre-conditioned calves on average by \$0.22 per pound more than previous sales; (2) In the Beef Cattle Show in Macon County, one student placed first in Senior Showmanship; a second student placed second in the heavy weight class; (3) in the beef cattle show in Lowndes County, four students participated in the show and each placed first in different categories at the county level (Grand Champion Steer; Reserves Champion Steer; Supreme Heifer; High Daily Average Gain Steer); at the state level, one student placed fourth in the Showmanship Class;(4) reduction in incidence of diseases and parasites for goats belonging to 5 producers in Dallas and Perry Counties;(5) at Goat Day on Tuskegee University campus, 200 goat farmers gained knowledge in nutrition, health, and reproductive management.

4. Associated Knowledge Areas

KA Code	Knowledge Area
131	Alternative Uses of Land
601	Economics of Agricultural Production and Farm Management
301	Reproductive Performance of Animals

Outcome #2

1. Outcome

Participants will increase knowledge about crop management, marketing opportunities, and better environmental management

2. Associated Institution Types

- 1890 Extension

3a. Outcome Type:

Change in Knowledge Outcome Measure

3b. Quantitative Outcome

Year	Quantitative Target	Actual
2007	{No Data Entered}	76

3c. Qualitative Outcome or Impact Statement

Issue (Who cares and Why)

Small-scale producers, their families, and their communities face a lack of resources, lack of marketing opportunities, low profitability, and other production challenges. Emphasis is placed on crop management, forest land management, and marketing opportunities. Also, home owners interested in home gardens and pest control are in need of the same opportunities.

What has been done

Technical assistance and workshops were provided on vegetables, fruits, nuts, forestry, conservation (EQIP), home garden, and home pest control management. In addition, marketing assistance and information were provided to producers, one-on-one or through workshops.

Results

Results were: increased profits for vegetable producers; increased knowledge in vegetables, fruits, nuts, forestry, home gardens, and pest control; and better environmental management through EQIP practices. More specifically,

- (1) 30,000 collard plants in Lowndes County had higher yields of 5,700 bunches of collards (after adjusting for survival rate and home consumption). Collards were sold at \$2.50-\$3.00 per bunch, yielding between \$14,250-\$17,100.
- (2) A vegetable project in Macon County, under plastic culture, yielded \$60,000 for watermelons and \$50,000 for all other vegetables--a total of \$110,000. Conventional product would have yielded 75% less (i.e., \$82,500).
- (3) Producers who learned proper techniques of planting trees and shrubberies were able to save a substantial amount, because they did not have to replant them.
- (4) A producer in Barbour County obtained 1,000 bunches of collards from 0.25 acre plot and was able to sell it to a Black-owned restaurant in Eufaula for a better income of \$2,000 at \$2.00 per bunch.
- (5) One hundred and fifteen (115) families participated in home gardening in Montgomery County; they saved about \$300 to \$500 per family in expenditures on fruits and vegetables, and at the same time provided nutritious and fresh vegetables for their families.
- (6) Ninety (90) timber contracts were developed for landowners, which provided them, among other things, with a resource for action if contractors failed to live up to their obligations. Some in the past were cheated by contractors.
- (7) Over 75% of the 50 plus farmers at the Small Farm Area Workshop in Lowndes and Wilcox Counties indicated that they were going to use or are using information received at the conference.

4. Associated Knowledge Areas

KA Code	Knowledge Area
111	Conservation and Efficient Use of Water
601	Economics of Agricultural Production and Farm Management
211	Insects, Mites, and Other Arthropods Affecting Plants
123	Management and Sustainability of Forest Resources
102	Soil, Plant, Water, Nutrient Relationships
131	Alternative Uses of Land

V(H). Planned Program (External Factors)

External factors which affected outcomes

- ? Natural Disasters (drought, weather extremes, etc.)
- ? Economy
- ? Appropriations changes
- ? Public Policy changes
- ? Government Regulations
- ? Competing Public priorities
- ? Competing Programmatic Challenges
- ? Populations changes (immigration, new cultural groupings, etc.)
- ? Other (Age)

Brief Explanation

The drought affected agricultural production (both animals and crops). It was difficult for livestock farmers to get hay for their animals. Moreover, because of the drought, feed costs (hay and grain) were prohibitive for livestock producers, thus increasing cost of production. In fact, in some cases producers sold their calves very young due to the cost and lack of adequate feed. Some crop producers lost almost all, if not all, their crops. Crop producers, especially vegetable producers, who cultivate vegetables without irrigation will face the same challenges if droughts occur in the future.

Some producers who were aware of government programs benefited from drought relief funds. In addition, fuel cost prevented some producers from going to the farmers' market to sell their products. Furthermore, cost of doing business was generally up.

Many Black Belt producers are increasing in age, and this will in the near future, affect production in some counties. The answer is to encourage younger persons to enter agriculture.

V(I). Planned Program (Evaluation Studies and Data Collection)

1. Evaluation Studies Planned

- ? After Only (post program)
- ? Retrospective (post program)
- ? Before-After (before and after program)
- ? During (during program)
- ? Other (Farm surveys)

Evaluation Results

- &bullIncreased income for producers from program activities (e.g., pre-conditioned pre-weaned beef cattle sales; plasticulture vegetable (watermelons, collards, broccoli, sales)

- &bullProducers need more assistance with marketing products.

- &bullEnhanced knowledge for producers in new production techniques (e.g., beef cattle production, vegetable production, cost-share programs).

- &bullYouth learned about cattle production and leadership skills.

- &bullInformation is needed in certain areas (e.g., goats, forestry, IPM).

- &bullWorkshops, Conferences, Day Shows, etc., are needed for networking and dissemination of information.

- &bullOn the whole, Extension activities are highly regarded by producers and their families and the activities are considered vital to rural and urban communities.

- &bullProducers who are willing to adopt new techniques or practices, change their behavior, acquire new knowledge, and increase income and profits (e.g., pre-conditioned pre-weaned beef cattle, plasticulture).

- &bullAn alternative way of marketing beef cattle through pre-conditioning and pre-weaning rather than through stockyard auction sale increased income for producers.

- &bullGoat farmers need assistance in marketing skills. A key issue is not scheduling births and sale of kids to make production more efficient.

- &bullVegetable producers need more marketing assistance. Some produce vegetables without seeking markets; sometimes they leave produce to spoil in the field. They, therefore, lose twice by spending money but not recovering the money invested.

- &bullSome of the limited resource producers are financially strapped and neglect some practices e.g., not feeding animals properly; sometimes they do not ask for help and sometimes it is difficult to convince them to change practices and adopt new ones.

Key Items of Evaluation